



# the plumbline

A PUBLICATION OF THE BALDWIN COUNTY HOME BUILDERS ASSOCIATION ◆ NOVEMBER/DECEMBER 2018



**Photos from the  
Parade of Homes  
Street Party**

**2019 Marketing Guide**

**2019 Home & Product Showcase Registration**

# YOU WILL FEEL LIKE FAMILY TOO WHEN YOU LET TERRY THOMPSON TAKE YOU HOME.



*Ty Thompson and family*



**HOLLIE MACKELLAR** FAIRHOPE

*"Terry Thompson makes you feel like family. They have a great reputation in the community and I know I got a great deal!"*



**RICHARD GREENE** IRVINGTON

*"At Terry Thompson I feel like part of the family. I shopped several dealerships and Terry Thompson beat their price by \$3,000!"*



**WILLIAM WIMBERLY** Mobile

*"From the first vehicle I bought 10 years ago until now Terry Thompson has always treated me like family."*



**MARY BETH GREENE** FAIRHOPE

*"It's important to me Terry Thompson is a family owned business and gives back to the community. When you walk in the door you feel like family."*



1402 Highway 98  
Daphne

**TERRY THOMPSON**  
**CHEVROLET**  
*Takes You Home*



251-626-0631  
ShopTerry.com



PARADE of HOMES

# Street Party

THURSDAY, OCTOBER 4<sup>TH</sup>  
Stone Creek



THANK YOU TO  
OUR SPONSORS

GOLD SPONSORS



Trustmark



Coastal  
Stone & Cabinetry

SILVER SPONSOR



Photos from  
**GENERAL MEMBERSHIP MEETING**



Held on October 18, 2018



Photos from  
**GENERAL MEMBERSHIP MEETING**



Held on September 13, 2018



# 2018

## Board of Directors and Officers

Gene Evans	President
Chris Farlow	1st VP/Treasurer
Jeff Frosthalm	2nd Vice President
David Brown	Secretary
Alex Cary	Past President

### Local Directors

Brian Armstrong	Mike Henriksen
Chris Bumpers	Bo Nichols
Eric Craig	Scott Schoppert
Barbara Fretwell	Jim Smith
Jeff Frosthalm	Eddie Youngblood
Matt Hammond	

### State Directors

Robert Brown	Chris Farlow
Alex Cary	Joe Hocklander
Gene Evans	Cain Roberds

### National Directors

Robert Brown	Chris Farlow	Cliff Pitman, Life
Gene Evans, Alt	Lee Mitchell	Patrick Waller

### Senior Life Directors

Don Druse	Stillman Knight	George Roberds
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### Associate Council Chairman

Chris Bumpers

### Executive Vice President

Fran H. Druse

### Accounting

Marsha P. Jordan

### Communications/Publications

Brett Foster

### Printing Provided By

Duplicators Printing  
697 Highway 98  
Daphne, AL 36526  
251.626.4004

Like Us On  
**FACEBOOK**



## Baldwin County Home Builders Association

916 Plantation Blvd.  
Fairhope, AL 36532  
251.928.9927 • Fax: 251.928.9929  
www.bchba.com

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## BACK Upcoming Events



**ON THE COVER**  
Chris Farlow, BCHBA 1st VP, Cameron Reehl of Reehco Custom Homes and Gene Evans, 2018 BCHBA President Cut the ribbon to open the 2018 Parade of Homes

# YOUR DONATIONS TO HELP HURRICANE VICTIMS ARE STILL NEEDED!

In the aftermath of Hurricane Michael, Bobby Clark with Clark Construction Services is organizing efforts to assist hurricane victims. **Supplies can be dropped off at the BCHBA office.** Bobby Clark will be making multiple trips with supplies to the needed areas.



# 2019 SLATE

THE FOLLOWING PROPOSED SLATE OF OFFICERS AND DIRECTORS FOR 2019 WILL BE VOTED ON DURING OUR THURSDAY, NOVEMBER 15<sup>TH</sup> ANNUAL MEETING

CHRIS FARLOW - President  
CLIFF PITMAN - 1st VP  
JEFF FROSTHOLM - 2nd VP/Treasurer  
BRIAN ARMSTRONG - 3rd VP  
DAVID BROWN - Secretary  
GENE EVANS - PAST PRESIDENT

## SENIOR LIFE DIRECTORS

Don Druse  
Stillman Knight  
George Roberds

## LOCAL DIRECTORS

Chris Bumpers  
Eric Craig  
Barbara Fretwell  
Matt Hammond  
Mike Henriksen  
Joe Hocklander  
Bo Nichols  
Cain Roberds  
Jim Smith  
Eddie Youngblood

## STATE DIRECTORS

Brian Armstrong  
Robert Brown  
Gene Evans  
Chris Farlow  
Jeff Frosthalm  
Cliff Pitman

## NATIONAL DIRECTORS

Robert Brown  
Alex Cary  
Gene Evans, Alt  
Chris Farlow  
Lee Mitchell  
Cliff Pitman, Life  
Patrick Waller, Life

## ASSOCIATE COUNCIL CHAIR

Chris Bumpers

# COME BY AND GET YOUR TOOL FROM THE TOOL TREE

The BCHBA will again offer the opportunity to share the Christmas Spirit with a child through CARE House, Inc.. The BCHBA will provide the TOOL TREE at the office with a child's name and wish list. You have the option of selecting a tool from the tree, purchasing a \$25 food gift certificate, or making a donation. Please stop by the office to make your selection. Then, return your unwrapped

gifts to the BCHBA office on or before December 4th. The gifts will be given to a Care House representative to be dispersed to the children. The mission of CARE House is to provide resources and services to child victims of sexual and severe physical abuse, their supportive family members and the community, while empowering all toward child abuse prevention.



**GIVE A CHILD FROM  
THE CARE HOUSE A  
SPECIAL CHRISTMAS**

CARE House, Inc. **PLANNOW! YOU CAN HELP MAKE A DIFFERENCE!**



# BCHBA 45<sup>th</sup> Anniversary Celebration

1973-2018



Join us as we celebrate where we are now and how we got here! We plan to recognize all past presidents and our long time members who have been with us for 25 years or more.

Buffet Dinner • Installation of Officers for 2019  
This will be our November/December meeting

**Thursday, November 15, 2018**

**5:30 pm - 7:30 pm**



**Oak Hollow Farm**

14210 Greeno Rd., Fairhope, Alabama

RSVP required. Call 251-928-9927, or email [brett@bchba.com](mailto:brett@bchba.com)

## Duplicators Printing

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- Wedding Invitations • Announcements • Personal Stationery • and Much More...

## 251-626-4004

697 Highway 98 • Daphne, AL 36526 (Next to Mosely Meats)

[duplicatorsprint@gmail.com](mailto:duplicatorsprint@gmail.com)



Baldwin County HBA Presents...

# 32nd ANNUAL HOME & PRODUCT SHOWCASE

Saturday & Sunday, March 9-10, 2019

Daphne Civic Center

## CAN YOU AFFORD TO MISS THIS SHOW?

Don't miss this opportunity to expose yourself to a captive audience – people that pay to see your products and services. This quality building industry trade show targets people that are building, remodeling, or looking for ideas and sources to help them maximize their home investment. In other words, serious customers.

## GET MORE RETURN FOR YOUR ADVERTISING DOLLAR!

Home Shows generate consumer interest, qualified leads and sales. The buyer comes to you to see, touch, learn, compare and BUY your product or services from a professional that can help them see their ideas to completion. Reserve your space today – we want to help you sell!

*Stimulate YOUR Economy—Show and Sell with us!*

*There may be other home shows, but there is only ONE Builders Home and Product Showcase, hosted by the voice of the building industry – the Baldwin County Home Builders Association.*

FOR ADDITIONAL INFO, CALL 251-928-9927 OR VISIT OUR WEBSITE: [WWW.BCHBA.COM](http://WWW.BCHBA.COM)



# BCHBA'S 2019 BUILDERS HOME & PRODUCT SHOWCASE

## MARCH 9-10 DAPHNE CIVIC CENTER

Application and Contract for Exhibit Space

All applications must be completed, signed and include a deposit of \$250 per booth for members, \$350 non-members.\* Application will not be processed and space will not be assigned until the deposit has been received. Return application with a check or credit card info to 916 Plantation Blvd., Fairhope, AL 36532 or Fax: 251-928-9929.

### Exhibitor Information

Firm Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City/State/Zip: \_\_\_\_\_

**Contact Information** All further show information will be sent to the contact person designated below. It is the responsibility of this person to distribute necessary information to the appropriate parties.

Contact Name: \_\_\_\_\_ Title \_\_\_\_\_  
 Telephone: \_\_\_\_\_ Fax \_\_\_\_\_ Cell \_\_\_\_\_ Email \_\_\_\_\_

**Booth Selection:** Indicate the number of booths you are applying for and your 1st, 2nd & 3rd choice of booth location on the floor plan on our website.

Total # of Booths \_\_\_\_\_ 1st Booth Choice \_\_\_\_\_ 2nd Choice \_\_\_\_\_ 3rd Choice \_\_\_\_\_  
**Member Booth Rates:** 10 x 10 - \$545      10 x 8 - \$495      Outside - \$500  
**Non-member Rates:** 10 x 10 - \$725      10 x 8 - \$675      Outside - \$675

\* Members of Mobile HBA receive Member Rates

Rates include 8' high backdrop, 3' high side curtains, 8' table with linen top & skirt, 2 chairs, wireless access  
 Add services: Water Service: \$60      110V Electrical Service - \$30      220V Electrical Service: \$100 (where available)

**DEADLINES:** December 14, 2018 - HBA Members 2018 Home Show Exhibitors Priority Deadline for booth selection  
 January 4, 2019 - All HBA Members Priority selection deadline.  
 \*\* After January 4th booth selection is open to non-members.  
 January 15, 2018 – All remaining balances are due

**\$250 per booth deposit due upon return of this contract for HBA Members, \$350 Non-Members NON REFUNDABLE**

**Type of Display:** All products or services you plan to exhibit \_\_\_\_\_

**Builders Home & Product Showcase to be held at the Daphne Civic Center, March 9-10, 2019.** We acknowledge that upon acceptance by the BCHBA this application becomes a contract. Exhibitor agrees to comply with all of the Show Rules & Regulations, all of which are incorporated into and made a part of this Contract as if fully included herein, and also with such other rules and regulations for the show as shall be promulgated from time to time by the BCHBA.  
 THE UNDERSIGNED ACKNOWLEDGES THAT THEY HAVE READ THE RULES AND REGULATIONS INCLUDED.

\_\_\_\_\_  
 Signature Title Date

Please sign & return this contract to the BCHBA, keeping copies for your files. A confirmation letter will be sent to you. Please make note of the important dates and times below:

<b>SET-UP TIMES</b>	<b>Friday, March 8</b>	<b>7:00 a.m. – 4:00 p.m.</b>
<b>MEMBER PREVIEW</b>	<b>Friday, March 8</b>	<b>5:00 p.m. – 7:00 p.m.</b>
<b>OPEN TO PUBLIC</b>	<b>Saturday, March 9</b> <b>Sunday, March 10</b>	<b>10:00 a.m. – 5:00 p.m.</b> <b>11:00 a.m. – 4:00 p.m.</b>
<b>TAKE DOWN</b>	<b>Sunday, March 10</b> <b>Monday, March 11</b>	<b>4:00 p.m. – 8:00 p.m.</b> <b>8:00 a.m. – 10:00 a.m.</b>

<b>For BCHBA Use Only – Do Not Fill In This Section</b>		
Date Received: _____	Total of Booth _____	Booth Number(s) _____
Amount Received: _____	Check _____	Balance Due by 1/15/2019 _____
Cc type and number _____		exp. _____
CVV # _____	Received by: _____	Office Staff _____

# 2019 Marketing Guide

**Y**our membership in the Baldwin County Home Builders Association affords you the opportunity to market your business to over 700 other businesses in the building industry, as well as to the public. We have listed the many marketing opportunities and encourage you to select the ones that best promote your product or service. Then, decide which level of investment fits you and your business.

Look over the calendar of events and select the ones you want to participate in and build your own Sponsorship package. We offer three levels of Sponsorship discounts:

## Foundation Level

**\$10,000 (or more)** – 1 full year of sponsorship or event participation of your choice.

Receive a 15% discount on the total amount

## Anchor Level

**\$7,500** – same as above, receive a 10% discount on the total amount.

## Beam Level

**\$5,000** – same as above, receive a 5% discount on the total amount

The best way to utilize your BCHBA membership is to be active! By participating in meetings, events, advertising and sponsorship opportunities, you will get the most out of your membership. Your company can only benefit if other members (and the public) know about you.

The Home & Product Show, Spring Tour of Homes, Golf Classic, and Sporting Clay Shoot have multiple levels of sponsorship opportunities to choose from.

## Monthly Business after Hours meetings

Come and mix and mingle with fellow members! These meetings are hosted by members at their place of business and are usually held on the third Tuesday or Thursday of the month. These are excellent networking opportunities and free for members to attend. Contact Fran or Brett to schedule.

## Quarterly Code Luncheons (\$250)

Information sharing meetings for Builders, Remodelers and Code Officials. Held at HBA office and you provide lunch. You are given time to make a short presentation with handouts.

## The Plumline Advertising

The bi-monthly electronic newsletter is available to more than 700 members.

Color: Full page – **\$400.00**  
Back 3/4 – **\$400.00**  
1/2 page – **\$200.00**

Black & White: Full page – **\$200.00**  
1/2 page – **\$125.00**  
1/4 page – **\$75.00**

Business Card Size – **\$50.00**

## Subdivision Guide

Printed once per year, with informative articles, a list of major subdivisions, builders profiles and a buyers guide.

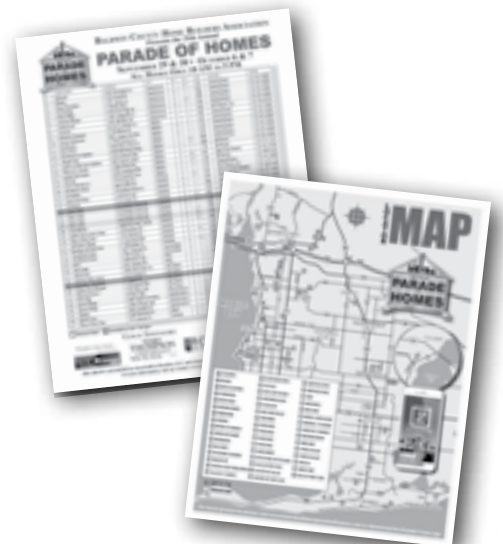
Color: Back page – **\$1650**  
Page 2,3,5, Inside back – **\$1300**  
Double Truck – **\$1650**  
Full page – **\$995**  
Half page – **\$650**  
Quarter page – **\$490**  
Builder profile – **\$250**



## Spring Tour of Homes

**Investment – \$1,500**

Company name & logo on ALL print & digital advertising; the BCHBA website, Facebook, and *The Plumline*.



## BCHBA Annual Calendar for 2019 (tentative)

<b>Mar. 9-10</b>	Home & Product Showcase at the Daphne Civic Center
<b>Apr. 11</b>	Silent Auction, Scholarship fund raiser (Associate Council event)
<b>Apr. 27-28</b>	Spring Tour of Homes
<b>May 3</b>	Annual Golf Classic at Quail Creek
<b>Aug. 9</b>	Bowling Tournament (Associate Council event)
<b>Sept. 28-29</b>	Annual Parade of Homes
<b>Oct. 5-6</b>	
<b>Oct. 3</b>	Street Party hosted by Showcase Home
<b>Oct. 31</b>	Sporting Clay Shoot
<b>Dec. 5</b>	Christmas Open House hosted by BCHBA and Associate Council

Plan ahead! Many of our popular events are reserved quickly. Once you make your decision, or if you need assistance, contact the BCHBA office at 251-928-9927.





## Home & Product Show

### Major Sponsor – \$2,000

- 10 x 10 Booth
- Listed with Company Name/Logo in all media promotions
- Banner Ad with your website link on the BCHBA website
- Listed as a Major Sponsor on all event signage
- Full page ad in *The Plumblin*e news magazine
- Display in Exhibitors Lounge
- 50 extra Show Admission Passes

### Supporting Sponsor – \$1,000

- Listed as a Sponsor on event media promotion
- Banner Ad on BCHBA website
- Listed as a Sponsor on all event signage
- 1/2 page ad in *The Plumblin*e newsletter
- Display Business Cards in Exhibitors Lounge
- 10 extra Show Admission Passes

### Official Show Guide Sponsor – \$750

- Approximately 1500 Show Guides distributed to attendees
- Company logo on the front page of the Show Guide
- 1/2 page ad in the Show Guide
- Recognized in *The Plumblin*e newsletter
- Recognized on the BCHBA website and Facebook page

### Lanyard / Name Badge Sponsor – \$500

- Your company's name and logo on lanyards worn by exhibitors
- Your company's name and logo on the back of exhibitor badges
- Recognized in *The Plumblin*e newsletter
- Recognized on the BCHBA website and Facebook page

### Exhibitor Hospitality Sponsor – \$500

- Exhibitor Lounge and Set up Coffee & Donut Special
- Signage at setup
- Display and literature in lounge
- Recognition in *The Plumblin*e and Facebook page

## Parade of Homes

### Platinum Sponsor Investment – \$5,000

- Company's name and logo will be placed in all television and social media.
- Company's name and logo will be included in all print advertising.
- Company's name and logo will be placed on the Special BCHBA Parade of Homes Website for a period of twelve (12) full months.
- Name and logo will be placed in BCHBA's monthly newsletter, *The Plumblin*e. Our newsletter is available to over 600+ company members.
- Company will be recognized at the Street Party on Thursday, October 3rd.
- Company will have the opportunity to place literature and business cards in appropriate areas at the Showcase Home.
- Banner ad on ParadeCraze

### Gold Sponsor Investment – \$2,500

- Company's name and logo will be included in all placed in BCHBA's monthly newsletter, *The Plumblin*e. Our newsletter is available to over 600+ company members.
- Company's name and logo will be included in all print advertising.
- Company's name and logo will be placed on the Special BCHBA Parade of Homes Website for a period of twelve (12) full months.
- Company will be recognized at the Street Party on Thursday, September 29th.
- Company will receive a business card size ad in *The Plumblin*e.
- A FREE link from BCHBA's website to your company's website for six (6) months.
- Company will have the opportunity to place literature and business cards in the Showcase Home

### Silver Sponsor Investment – \$1,000

- Your Company's name will be included in all print advertising.
- Your company's name and logo will be included in *The Plumblin*e newsletter as a sponsor.
- Your company's name and logo will be included on the special BCHBA Parade of Homes website.
- Your company will be recognized at the Parade Street Party on Thursday, September 29th.

## Sporting Clay Shoot

### Platinum sponsor – \$1,500

- Name on banner, website, newsletter recognition, 2 teams, carts

### Corporate sponsor – \$795

- Includes name on banner, 1 team and cart, station sign

### Food sponsor – \$300

### Beverage sponsor – \$250

### Prizes sponsor – \$150

### Station sponsor sign OR Score Card sponsor – \$100

- Your company's logo on score card



## Golf Classic

### Title Sponsor – \$2,500

- Four players
- Company name in newsletter & website
- Company name on banner displayed at tournament

### Golf Towel Sponsor – \$1000

- Company logo on towels

### Corporate Sponsor – \$750

- Four Players
- Name on signage

### Beverage Cart – \$300

- Company name or sign on cart

### Hospitality Tent – \$350

- Company reps with giveaways on the tee

### Awards Sponsor – \$250

- Company name on signage at event

### Dinner Sponsor – \$500

- Company name on signage at event

### Practice Range Balls – \$200

- Sign on practice range

### Tee Sponsor – \$125

- Company sign on tee



# 12 Business-Building & 5 Fun Reasons to Attend IBS 2019

There are hundreds of reasons why attending the NAHB International Builders' Show® (IBS) each year is one of the best investments you can make for your business and your career; but if you are still uncertain about whether or not to go, here are a few fantastic reasons to make attending IBS 2019 a high priority.

## 12 Business-Building Reasons to Attend IBS 2019:

1. IBS Education covers the hottest, most relevant industry trends and topics all in one place. With over 130 sessions, this is where industry pros learn the newest techniques so they can apply the most forward-thinking strategies to their businesses and careers.
2. The exhibits span more than 600,000 net square feet, and more than 1,500 top manufacturers and suppliers showcase the latest and most in-demand products and services.
3. The two show homes, The New American Home® and The New American Remodel™, give those who tour (for free) an inside look at high performance and innovations that can be applied to their own construction projects.
4. The CEDIA Technology Solutions Pavilion is specifically designated to showcase exhibitors who specialize in home technology solutions.
5. Access to New Products! See products in action, talk to reps, and learn about leading industry technologies and state-of-the-art solutions to build a more efficient and profitable business.
6. Experience technology like never before! Tech Bytes sessions offer a one-of-a-kind opportunity to discover the latest tech products and applications through hands-on experiences. Each Tech Byte session is interactive and will show you the practical side of the technology and "how to" apply it to your business.
7. The place to explore niche-specific ideas in a more informal setting is the IBS Centrals. Refine your skills and gain business information about your specific niche in the building industry.

8. The cutting edge of new home technology and automation is found at nextBUILD. Explore innovations for improving and streamlining your business operations, right on the show floor.

9. Take a break and step outside to explore the unique Outdoor Exhibits, where you can tour demonstration homes, experience interactive programming and network with fellow industry pros.

10. At the High Performance Building Zone (HPBZ), discover best practices for improving efficiency in all areas of the home, and at the Building Performance Lab, see high performance building techniques and practices up close and in action through a small, finished model home.

11. See the finest collection of outdoor living products, including hardscapes, decking, outdoor lighting, outdoor kitchens more at the DCW Outdoor Living Pavilion.

12. Part education, part entertainment, IBS Live offers eye-opening presentations and conversations that cover the future of housing and the products, people and processes that disrupt the industry.

## 5 Fun Reasons to Attend IBS 2019:

1. The Keynote Speaker is Emmy Award-winning actor and comedian Dana Carvey. See him at this year's DCW Opening Ceremonies.
2. The Official IBS House Party is at Drai's, a multi-level rooftop hotspot on top of the Cromwell that offers incredible views of the Las Vegas strip.\*
3. The IBS Young Pro Party (at Hyde nightclub) is the hottest event for professionals under 40. Experience innovative cocktails, networking and hot DJ mixes while enjoying the spectacular views of the Bellagio fountains.\*
4. The IBS Closing Spike Concert with the Goo Goo Dolls is a not-to-miss event!\*
5. It's in "Vegas, baby," and there is so much to see and do for visitors of Las Vegas!

## OFFICIAL BALDWIN COUNTY HOME BUILDERS ASSOCIATION

# Subdivision & Builders Guide

## Connecting YOU with potential home buyers! 2019

- The only publication in Baldwin County focused on subdivisions, new home construction, home buying information and the latest trends in products and services for homeowners.
- Copies distributed at the BCHBA's Spring Tour of Homes in April and on the BCHBA website ([www.bchba.com](http://www.bchba.com)).
- Copies of the Official Subdivision & Builders Guide will be distributed at all Baldwin County Chambers of Commerce, welcome centers, area builders, The Association of Realtors, real estate offices and agents in Baldwin County as well as mortgage loan offices and as requested by mail while quantities last.

**Deadline is Friday, March 16, 2019**

All ad copy must be in-house by this date for inclusion!

Call 251-928-9927  
Or Email [brett@bchba.com](mailto:brett@bchba.com)

	Ad Size	BCHBA Member	Non-Member
Full Page Bleed 8.75"x11.25" Image Area 7.5"x10"	Back Page	\$1,650	\$2,170
	Pg. 2, 3, 5 Inside Back	\$1,300	\$1,820
	Double Truck	\$1,650	\$2,170
Half Page 7.5"x5"	Full Page	\$995	\$1,515
	Half Page	\$650	\$1,170
	Quarter Page	\$490	\$870
Quarter Page 3.625"x5"	Builder Profiles	\$250	\$450

Profiles are 1/2 Page Horizontal format only, contain biographical info on builders only (homes, subdivisions or price points not allowed in profiles) One profile per builder per issue.

**Glossy, full-color magazine! • Advertised subdivisions featured on map!**

## BUILDERS

### Magnolia Construction & Design, LLC

Tut Campbell  
Residential Custom Home Builder  
120 Industrial Pkwy  
Saraland, AL 36571  
(251) 222-6556  
construction.magnolia@yahoo.com

### McQuillen Custom Homes and Remodeling, LLC

Mike McQuillen  
Residential Custom Home Builder  
14435 St. Hwy 181  
Fairhope, AL 36532  
(251) 401-9427  
Mcquillenhomes@gmail.com

### Salt Construction, LLC

Cody Dorriety  
Residential Builder  
309 Blackfriars St.  
Fairhope, AL 36532  
(251) 597-4999  
coastal.cmdorriety@gmail.com  
http://saltconstructionllc.build

### Scott Kenington LLC dba Blue Fish Building Co.

Scott Kenington  
Residential Custom Home Builder  
2149 W. 1st. St.  
Gulf Shores, AL 36542  
(334) 657-5177  
jskenington@gmail.com

## ASSOCIATES

### Averette Specialties

Jonathan Averette  
Doors / Windows  
11818 Old Moffat Rd.  
Wilmer, AL 36587  
(251) 366-7190  
averettespecialties@gmail.com

### Brick to Concrete, LLC

Wallace Gilberry  
Concrete Design  
35909 Cramblitt Ln  
Bay Minette, AL 36507  
(251) 487-7717  
bricktoconcrete@gmail.com

### Bustun Contractors, Inc.

Francisco Tunek  
Drywall Contractors  
26641 Parker Lane  
Robertsdale, AL 36567  
(251) 284-8651

### Campbell Services

Bob Campbell  
Concrete/Asphalt Striping  
1188 Sloane Cove  
Foley, AL 36535  
(251) 284-6014  
bob.asphalt paving@gmail.com

### Dale of Alabama, Inc.

Hunter Adams  
Doors / Windows  
406 Elington Ave.  
Fairhope, AL 36532  
(251) 510-7614  
hadams@daleinc.net

### Garcia Construction & Remodeling

Gerson Garcia  
Carpentry Contractors  
150 E. Laurel Ave. #2320  
Foley, AL 36536  
(251) 201-0328  
gersito24@gmail.com

### Gray's Fine Finishing

Rickey Gray  
Drywall Contractors  
61496 Hwy. 59  
Stockton, AL 36579  
(251) 232-4713  
graysfinefinishing@yahoo.com

### Gulf Coast Tools, Inc.

Christopher Mclean  
Retail Sales\*,  
1705 South Mckenzie, St #1  
Foley, AL 36535  
(251) 970-5505  
gulfcoasttools@centurytel.net  
http://www.gulfcoasttools.net

### Leavitt Land

Joey Leavitt  
Concrete Design  
18594 Founder Dr.  
Fairhope, AL 36532  
(251) 379-1924  
leaviwj@yahoo.com

### National Bank of Commerce

Alex Sweeney  
Banks  
1560 West 2nd Street  
Gulf Shores, AL 36542  
251-504-2638  
asweeney@nationalbankofcommerce.com  
http://www.nationalbankofcommerce.com

### Organize Etc

Cindy Brown  
Architects / Designers / Engineers  
989 Whittier St  
Fairhope, AL 36532  
(901) 216-7790  
organizetc@gmail.com  
http://www.organizetc.net

### Sanchez Construction

Dionicio Sanchez  
Masonry Contractors  
16540 Black Devine Rd.  
Loxley, AL 36551  
dioniciosancheza87@gmail.com

### Shad's Excavating, LLC

Roger James  
Excavation Work  
1310 Randall Ave.  
Daphne, AL 36526  
(251) 379-6327  
shadsgang@yahoo.com

### The Stone Gallery, LLC

Lee Hooks  
Marble / Cultured Marble/Cultured Stone/  
Granite  
9379 Twin Beech Rd.  
Fairhope, AL 36532  
(251) 929-3850  
thestonegallery1@gmail.com

**Welcome  
Our New  
Members!**



**Be sure to add  
them to your  
2018 Membership  
Directories**

# RENEWALS

Aug. 16, 2018 - Oct. 16, 2018

<b>2 Bros Insulation, LLC</b> Tony Gainares	<b>1</b> Yrs.	<b>Coastal Design Group, LLC</b> James R Miller	<b>2</b> Yrs.	<b>Hansen Homes, LLC</b> Bubba Hansen	<b>1</b> Yrs.
<b>Alabama Media Group</b> Rich McCord	<b>20</b> Yrs.	<b>Coastal Drywall Repair</b> Ronnie Hankins	<b>1</b> Yrs.	<b>Hoffren Landscape &amp; Maintenance</b> Ted Hoffren	<b>12</b> Yrs.
<b>Alabama Roofing Supply</b> Scott Schoppert	<b>1</b> Yrs.	<b>Coastal Stone Works dba Coastal Stone &amp; Cabinetry</b> Stephanie Hale	<b>14</b> Yrs.	<b>Holiday Builders</b> Chad Edgar	<b>1</b> Yrs.
<b>Apex Construction Services, LLC</b> Nancy Wieland	<b>1</b> Yrs.	<b>Coldwell Banker Reehl Properties</b> Rance Reehl	★ <b>25</b> Yrs.	<b>Holk Electric, Inc.</b> Brett Holk	<b>24</b> Yrs.
<b>Available Heating &amp; Air Conditioning, Inc.</b> Corey MacDonald	<b>13</b> Yrs.	<b>Craig Sinclair Builder, Inc.</b> Craig Sinclair	<b>22</b> Yrs.	<b>Home Logic, LLC dba Audio Indulgence</b> Dwayne Clanton	<b>9</b> Yrs.
<b>Baldwin County Fence Company</b> Terri Shaver	<b>7</b> Yrs.	<b>Curtis &amp; Kaleb Landscape, LLC</b> Curtis Spencer	<b>4</b> Yrs.	<b>Hub International Gulf South</b> Brittney Braswell	★ <b>33</b> Yrs.
<b>Baldwin Electric Membership Corporation</b> Greg Gipson	★ <b>46</b> Yrs.	<b>D &amp; D Mejia's Construction, LLC</b> Jessica Cedillo	<b>1</b> Yr.	<b>Hurtado Construction</b> Guillermo Hurtado-Flores	<b>7</b> Yrs.
<b>Baldwin Heating &amp; Air Conditioning</b> Steve Dukes	★ <b>33</b> Yrs.	<b>D &amp; D Quality Services</b> Curtis Duncan	<b>6</b> Yrs.	<b>Interior Exterior Building Supply</b> Mike Hale	<b>12</b> Yrs.
<b>Bass Homes, Inc.</b> William Bass	★ <b>26</b> Yrs.	<b>Dennis E. Campbell Construction, Inc.</b> Dennis E. Campbell Jr.	<b>20</b> Yrs.	<b>Isaias Ramirez</b> Isaias Ramirez	<b>1</b> Yr.
<b>Bateman Heating &amp; Air</b> Horton Bateman	<b>14</b> Yrs.	<b>DSL D Homes Gulf Coast, LLC</b> Reid Hill	<b>3</b> Yrs.	<b>Island Air Conditioning &amp; Heating, Inc.</b> Ginny Barnas	<b>14</b> Yrs.
<b>Bay Area Home Improvement, LLC</b> Ric Bennett	<b>14</b> Yrs.	<b>Duct Doctor USA of South Alabama</b> Daniel Noebel	<b>8</b> Yrs.	<b>J B T Power</b> Gregg Wood	<b>2</b> Yrs.
<b>Bay Flooring &amp; Design, Inc.</b> Maclin Smith	<b>24</b> Yrs.	<b>Eastern Shore Construction Mgt, Inc.</b> Lawrence Pierce	<b>14</b> Yrs.	<b>John Swafford Painting, Inc.</b> John Swafford	<b>15</b> Yrs.
<b>Bay Mortgage Corp.</b> McNeill Robinson	<b>12</b> Yrs.	<b>Ebert Agency, Inc.</b> Charles Ebert III	★ <b>34</b> Yrs.	<b>Johnson Builders, LLC</b> Andy Johnson	<b>2</b> Yrs.
<b>Bay Shore Glass, LLC</b> John R Patterson	<b>6</b> Yrs.	<b>EDCO Elevators</b> Ed Fogle	<b>8</b> Yrs.	<b>Jones Coastline Service</b> Luther Daniel Jones	<b>4</b> Yrs.
<b>Bellator Real Estate, LLC</b> Troy Wilson	<b>7</b> Yrs.	<b>Eddie Youngblood Builders, Inc.</b> Eddie Youngblood	★ <b>33</b> Yrs.	<b>KARD Inc dba Roberts Air Conditioning</b> Kevin Freeman	★ <b>26</b> Yrs.
<b>Ben Murphy Company, Inc.</b> Ben Murphy	<b>11</b> Yrs.	<b>Fluid Motion Solutions, LLC</b> Scott Miller	<b>3</b> Yrs.	<b>KWL Construction, Inc.</b> Ken Lewis	<b>15</b> Yrs.
<b>Blackard Roofing, Inc.</b> Danny Blackard	<b>19</b> Yrs.	<b>Ford Lumber &amp; Millwork Company, Inc.</b> Rodney Price	<b>18</b> Yrs.	<b>L &amp; B Electric, Inc.</b> Levon Brown	<b>22</b> Yrs.
<b>Boeschen Heating &amp; Cooling, LLC</b> Dyke Boeschen	<b>17</b> Yrs.	<b>Fort Morgan Property Management, LLC</b> Susan Miller	<b>3</b> Yrs.	<b>Langenbach Construction Co., LLC</b> Johnny Langenbach	★ <b>31</b> Yrs.
<b>Bowen Contracting, Inc.</b> Wesley Bowen	<b>13</b> Yrs.	<b>Garcia Drywall</b> Robert Garcia	<b>16</b> Yrs.	<b>Long's Air Conditioning Refrigeration LLC</b> Stan Godwin	<b>1</b> Yr.
<b>Brian Dunn</b> Brian Dunn	<b>2</b> Yrs.	<b>Green Leaf Construction, LLC</b> Jerry A Smith	<b>2</b> Yrs.	<b>Lopez Concrete</b> Zenaido Lopez Ventura	<b>12</b> Yrs.
<b>Bricks Are Us</b> Mr. Michael E. Holler	<b>15</b> Yrs.	<b>Green Services, Kevin Green dba</b> Kevin Green	<b>6</b> Yrs.	<b>LSN Construction</b> Larry Newell	<b>8</b> Yrs.
<b>Brock's Cabinets South</b> Julian Brock	<b>8</b> Yrs.	<b>Gulf Coast HVAC, LLC</b> Sayner DeVan Akridg	<b>12</b> Yrs.	<b>Marquee Custom Homebuilders, LLC</b> Gene Evans	<b>10</b> Yrs.
<b>Burkholder Insurance Inc.</b> Chris Burkholder	<b>2</b> Yrs.	<b>Gulf Coast Newspapers</b> Frank Kustura	<b>24</b> Yrs.	<b>McMurray Contracting, LLC</b> Ben McMurray	<b>3</b> Yrs.
<b>Capital Building Products, LLC</b> Richard Thompson	<b>7</b> Yrs.	<b>Gulf South Metals, LLC</b> Mike Sparks	<b>5</b> Yrs.	<b>Mike Kerr Construction, LLC</b> Michael Kerr	<b>16</b> Yrs.
<b>Central Services, LLC</b> Phillip Berry	<b>6</b> Yrs.	<b>Haber Sod Farms, LLC</b> Tom Haber	<b>17</b> Yrs.	<b>MJ Builders, LLC</b> Matt Hays	<b>3</b> Yrs.
<b>Cesar's Contracting, LLC</b> Cesar Ortiz	<b>2</b> Yrs.	<b>Hadley Termite &amp; Pest Control, Inc.</b> Celeste Champion	<b>16</b> Yrs.	<b>Mobile Lumber &amp; Millwork/ Coast Design Kitchen &amp; Bath</b> Chris Odom	<b>19</b> Yrs.
<b>Childress Sitework, Inc.</b> Emery Childress	<b>18</b> Yrs.	<b>Hammond Construction, LLC</b> Matt Hammond	<b>14</b> Yrs.	<b>Nash Painting</b> Doug Nash	<b>22</b> Yrs.

★ Congratulations to our long term 25+ year members!

# RENEWALS (CONT.)

Nichols Real Estate Bo Nichols	2 Yrs.	Reedy Construction, LLC Jeff Reedy	10 Yrs.	T. J.'s Quality Painting, LLC Terrel Foreman	2 Yrs.
Paint Solutions, LLC Bruce Adams	2 Yrs.	Regions Mortgage Kay Nunnery	4 Yrs.	Terry Thompson Chevrolet, Inc. Terry Thompson	11 Yrs.
Parker Diversified Holdings, LLC James Parker	14 Yrs.	Riley-Stuart Supply Co. Ramsey Stuart	★ 27 Yrs.	The Colony at the Grand Realty Margi Ingram	3 Yrs.
Parker Roofing, Brian and Kendra Parker dba Kendra Parker	1 Yr.	Riviera Utilities Miles McDaniel	★ 46 Yrs.	Tool Expo Corporation Jimbo Bailey	12 Yrs.
Parnell Carpet Installation David Parnell	16 Yrs.	Robinson Electric, LLC Tommy Robinson	15 Yrs.	Trawick Builders, Inc. ★ Wayne Trawick	28 Yrs.
Payne Painting Michael Payne	1 Yr.	S & K Electrical, LLC Shannelle Wilkerson	1 Yr.	Truland Homes, LLC Tom Stokes	7 Yrs.
Pitman Brown Robert Brown	10 Yrs.	Sawgrass Builders, Inc. James Bryan Broderick	9 Yrs.	Trustmark National Bank David Brown	5 Yrs.
Point Clear Insurance Partners, LLC Harper Kranz	5 Yrs.	Snow's Building & Remodeling Jackie V Snow	12 Yrs.	Urgent Air John Broughton	2 Yrs.
Premier Vinyl Siding, LLC Lindsey Clemmons	4 Yrs.	Soto Quality Construction, LLC Mignel Soto	1 Yr.	Ville Contracting, LLC Luis Contreras	4 Yrs.
Proline Drywall, Inc. Ed Bowen	5 Yrs.	Southern Brass, LLC Lisa Denham	2 Yrs.	Vlahos & Tuck Construction Phillip Vlahos	7 Yrs.
QuickTie Products William Stewart	2 Yrs.	Spire Gulf, Inc. Courtney Coward	18 Yrs.	W & W Flooring and Design Jacob Welch	15 Yrs.
R. S. Kelley Construction Robert Kelley	14 Yrs.	Strait Line Construction Ronnie Johnson	★ 25 Yrs.	Wesley Freeland Masonry Wesley Freeland	8 Yrs.
Reed Construction Company, LLC Myles Reed	19 Yrs.	Streamline Environmental, LLC Jacob Cunningham	7 Yrs.	Whitney Cadwell Electric Whitney Cadwell	24 Yrs.
Reed Real Estate & Construction Frank Reed	★ 25 Yrs.	Stuart Contracting Company, Inc. Bill Mitchell	5 Yrs.	Wiley Services Scott Wiley	3 Yrs.
		Swift Supply, Inc. Kevin Prosser	★ 27 Yrs.	Wright's Masonry Carlos Wright	9 Yrs.

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Don Druse	667.50
Charles Ebert III	858.50
Gene Evans	42.50
Chris Farlow	39.00
Dan Harrison	173.00
Gary Hellmich	120.50
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Joe Hocklander	230.25
Tracy Holobaugh	103.00
John Hutchinson	37.50
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Stillman D. Knight	57.00
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Cliff Pitman	116.50
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Rance Reehl	37.00
Cain Roberds	106.50
George Roberds	564.50
Ray Roberds	76.50
David Stapleton	43.00
George Stuart	137.50
Thorn Thomas	314.50
Jeff Thompson	49.50
Wayne Trawick	278.00
Lee Turner	339.00
Michael Venezia	47.50
Patrick Waller	41.50
Eddie Youngblood	280.50

### MEMBERS

Jack Lynn Blackmon Jr.	25.00
Bryan Chandler	15.50
Maclin Smith	22.00

Members earn one Spike credit for each new member they sponsor. When that member renews after his or her first year of membership, the sponsoring member automatically receives one retention credit. Every year that the member renews thereafter, the sponsoring member will receive a half renewal credit.

## CANCELED

as of Oct. 16, 2018

About The Move, LLC	Joseph's Carpentry
AMN Gutters, Inc.	Keller Williams Realty Alabama Gulf Coast
Baldwin Concrete Division of Shelby Concrete	Medina Construction, LLC
Blue Water Fiberglass Pools, LLC	Mr. General Construction, LLC
CB Pro Interiors, LLC	Olacon Drywall & Maintenance LLC
Daniels Construction	Olympus Builders & Roofing Co., Inc.
Eco Three	Pool Contractor Services, LLC
Ed's Home Repair	R. D. Enterprise, LLC
Emerald Framing Construction, Inc.	Randy's Siding & Repair, LLC
Ever Painting, LLC	Roberts Brothers, Inc.
FirstBank Mortgage	Ron Norris
Gulf Construction Co., LLC	Safety Plus Inc.
Gulf States Ready Mix	Sun Coast Drywall, LLC
Hawks Painting, LLC	Terry Davis Flooring Inc
Hoffren's Landscape	Torres Roofing, LLC
JDK AL, LLC	Triple D Enterprises
Jordon Barnhill Construction, LLC	Waller Construction

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<p style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 2em;">UPCOMING EVENTS</p>	 <b>BCHBA</b> Baldwin County Home Builders Association	<b>DECEMBER EVENTS</b>																			
	<b>NOVEMBER EVENTS</b>	<b>No Meetings in December</b> Dec. 24-Jan. 1      Office Closed																			
<table border="0" style="width: 100%;"> <tr> <td style="width: 10%;"><b>Nov. 1</b></td> <td style="width: 15%;"><b>11:30am</b></td> <td>Sporting Clay Shoot</td> </tr> <tr> <td><b>Nov. 8</b></td> <td><b>12:00pm</b></td> <td>Associate Council Mtg</td> </tr> <tr> <td><b>Nov. 13</b></td> <td><b>11:00am</b></td> <td>Board Meeting</td> </tr> <tr> <td><b>Nov. 13</b></td> <td><b>12:00pm</b></td> <td>Code Meeting</td> </tr> <tr> <td><b>Nov. 15</b></td> <td><b>5:30pm</b></td> <td>45th Anniversary Party at Oak Hollow Farm</td> </tr> <tr> <td><b>Nov. 22-23</b></td> <td></td> <td>Closed for Thanksgiving</td> </tr> </table>	<b>Nov. 1</b>	<b>11:30am</b>	Sporting Clay Shoot	<b>Nov. 8</b>	<b>12:00pm</b>	Associate Council Mtg	<b>Nov. 13</b>	<b>11:00am</b>	Board Meeting	<b>Nov. 13</b>	<b>12:00pm</b>	Code Meeting	<b>Nov. 15</b>	<b>5:30pm</b>	45th Anniversary Party at Oak Hollow Farm	<b>Nov. 22-23</b>		Closed for Thanksgiving	<table border="0" style="width: 100%;"> <tr> <td style="text-align: center;">   <b>HBAA</b>                  Home Builders Association of Alabama             </td> <td style="padding-left: 20px; vertical-align: top;"> <b>Nov. 8-10</b>      State Convention - Grand Hotel, Fairhope             </td> </tr> </table>	 <b>HBAA</b> Home Builders Association of Alabama	<b>Nov. 8-10</b> State Convention - Grand Hotel, Fairhope
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**BALDWIN COUNTY HOME BUILDERS ASSN.**  
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